

Message Text

UNCLASSIFIED

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42

ACTION NEA-10

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FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3717

INFO USDOC WASHDC

AMEMBASSY LONDON

UNCLAS ABU DHABI 2665

E.O. 11652: NA

TAGS: BFOL TC

SUBJ: COSTAIN WINS DUBAI PORT EXPANSION PROJECT IN DUBAI

IN COMMERCIAL ANTICLIMAX OF THE YEAR, LOCAL PRESS REPORTED ON DEC 23 THAT CONTRACT FOR CONSTRUCTION OF 22 ADDITIONAL DEEP WATER BERTHS IN DUBAI'S PORT RASHID (FOR WHICH RULER ORIGINALLY WANTED U.S. FIRM) HAS BEEN AWARDED TO U.K. JOINT VENTURE OF COSTAIN AND TAYLOR-WOODROW. FINAL CONTRACT FIGURE IS 85 MILLION POUNDS AND PROJECT SCHEDULED FOR COMPLETION IN FOUR YEARS. COMMENT: AWARD WAS FOREGONE CONCLUSION AND SURPRISED NO ONE. IF U.S. FIRMS ARE NO MORE RESPONSIVE TO OPPORTUNITIES THAN RAYMOND INTERNATIONAL FOR THIS PORT EXPANSION PROJECT, COSTAIN WILL EASILY HOLD ITS LUCRATIVE NEAR-MONOPOLY ON MAJOR CONSTRUCTION IN DUBAI. ATTITUDE OF SOME U.S. FIRMS TOWARDS DUBAI CONTRASTS SHARPLY WITH U.K. ATTITUDES. THAT BBC CARRIED AWARD OF PROJECT TO COSTAIN AS A NEWS ITEM ON MIDDLE EAST BROADCASTS INDICATIVE OF CONTRAST.

STERNER

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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TAGS: BFOL, TC
To: STATE
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